

Message Text

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PAGE 01 LAGOS 07683 111346Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W
-----005867 111623Z /43

R 110830Z JUL 77
FM AMEMBASSY LAGOS
TO USDOC WASHDC
INFO SECSTATE WASHDC 2184
AMCONSUL KADUNA
AMCONSUL IBADAN

UNCLAS LAGOS 07683

E. O. 11652: NA
TAGS: BEXP, NI
SUBJ: LAGOS INTL. FAIR: RECRUITMENT STATUS

REF : USDOC 12139 AND PREVIOUS

1. THIS TRANSMITS REPLIES RECEIVED AT EMBASSY TO AMBASSADOR'S RECRUITMENT LETTER AS OF JULY 8. IN MANY CASES USDOC ALREADY AWARE OF A FIRM'S RESPONSE. IN A FEW CASES, SAME FIRM GAVE DEFERRING REPLIES TO USDOC AND EMBASSY BECAUSE OF LACK OF COORDINATION WITHIN FIRM OR REVISED PLANS. IN THESE CASES REPLY TO USDOC USUALLY PREVAILS.

2. DEFINITE NO OR NEGATIVE SUBJECT FURTHER REVIEW: AMTRON, ARTHUR D. LITTLE INC., BANKERS TRUST CO., CASTLE AND COOKE FOODS, COLGATE-PALMOLIVE CO., DATABIT INC., DEL MONTE CORP., A. EPSTEIN AND SONS, GLOBE-UNION INC., LOCKHEED AIRCRAFT CORP., MONSANTO, MORGAN GUARANTEE TRUST CO., NORTH STAR ICE EQUIPMENT CO., PHELPS DODGE, PROCTER AND GAMBLE, PQ INTERNATIONAL INC., STERLING PRODUCTS (NIGERIA) LTD., WASTE MANAGEMENT INC., WHITE MOTOR CORP., WYETH INTERNATIONAL LTD.

3. NO TO AMERICAN PAVILION; EXHIBITING INDEPENDENTLY OR IN NIGERIAN PAVILION: BLACK AND DECKER, BELL AND HOWELL EDUCATION
UNCLASSIFIED

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PAGE 02 LAGOS 07683 111346Z

TION EQUIPMENT DIV., BUCKMAN LABORATORIES INC., CHESEBOROUGH PONDS INC., CHRYSLER INTERNATIONAL, R.T. BRISCOE, 3M. (BRISCOE IS ONE OF SEVERAL LARGE TRADING FIRMS HERE REPRESENTING SEVERAL WELL-KNOWN AMERICAN PRODUCTS.)

4. DEFINITE YES: AM GERENAL CORP, CHASE MANHATTAN BANK, E.I. DUPONT DE NEMOURS AND CO., FORD MID-WEST AND AFRICA INC.,

FOREMOST-MCKESSON INC., GENERAL MOTORS CORP., MACK INTERNATIONAL
MCDONNELL DOUGLAS CORP., MOTOROLA, PILLSBURY.

5. TENTATIVE YES: BELL AND HOWELL BUSINESS EQUIPMENT DIVISION
(POSSIBLY IN LEVENTIS EXHIBIT), FOSTER-WHEELER CORP., GENESCO,
ITT NIGERIA LTD., JOHNSON AND JOHNSON (NIGERIA) LTD.

6. UNCOMMITTED - UNDER CONSIDERATION AND FOLLOW-UP: ALLIS-
CHALMERS, BANK OF AMERICA, BERTRAM MARINE, BORDEN INTERNATIONAL,
CAMCO INC., CLARK EQUIPMENT CO., THE COCA-COLA CO., CONTROL
DATA CORP., EATON CORP., FMC CORP., GENERAL FOODS INTERNATIONAL,
GRANGER ASSOCIATES LTD., GTE NIGERIA LTD., AND UNISTRUT PIRAMEX
(GTE UNISTRUT INTERNATIONAL INC), IBM, INTERNATIONAL HARVESTER
EXPORT CO., MONARK BOAT CO., NCR (NIGERIA) LTD., PARKER HANNI-
FIN CORP., PHILIP MORRIS INTERNATIONAL, A.H. ROBINS CO.,
ROCKWELL INTERNATIONAL, SELLER-GLOBE INTERNATIONAL CORP.,
THE SINGER CO., E.R. EQUIBB AND SONS INC., STEWART AND STEVENSON
SERVICES, INC., TII CORP., WARREN BROTHERS CO.

7. COMMENT: A FEW LESSONS ALREADY EVIDENT. CONSIDERABLE TIME
WASTED FOR SOME FIRMS WHICH DIRECTED LOWER ECHELONS IN U.S. OR
ELSEWHERE TO CONTACT EMBASSY FOR MORE DETAILS ON USDOC EXHIBIT
USUALLY BOOTH SIZE, COSTS, ETC. LETTER SHOULD HAVE PROVIDED
BASIC DETAILS AND/OR SUGGESTED THAT U.S. BASED FIRMS CONTACT USDOC
BY TELEPHONE.

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PAGE 03 LAGOS 07683 111346Z

UNCLASSIFIED

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 11-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977LAGOS07683
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770246-0013
Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770772/aaaackho.tel
Line Count: 94
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 302bf96d-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Retention: 0
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Review Date: 26-Nov-2004 12:00:00 am
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1906179
Secure: OPEN
Status: NATIVE
Subject: LAGOS INTL. FAIR: RECRUITMENT STATUS
TAGS: BEXP, NI
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/302bf96d-c288-dd11-92da-001cc4696bcc
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